

General Appearance 10/19/56 (7) - 154 Council Bluffs. (1185) - <sup>roads</sup> C.E. Nichols  
 Counters 11/22/56 - 1284 - " - E. E. Boring (1185)  
 Merchandise 768 - Miss Heck (3 yrs.)  
 Sales Girls J.C. Smith (5 yrs.) and  
 Floors J.C. Smith here for 1 day  
 Lighting 10/19/56 (2) 401 So. Omaha, Neb.  
 Sales Bulletins W. E. Bray, mgr. (ab 70)  
 Windows 11/22/56 - Business conditions poor;  
 Store Front Sign Swift strike; heat; 90  
 Ftn. Girls' Uniforms Miss Rudy (right hand  
 Girls' Quarters man) - 30 yrs. next wk.  
 Stockroom  
 Fixture & Baling Rms.  
 Red Star Merchandise  
 Ledge.  
 Office  
 Friday Efficiency  
 Painting - Interior  
 Customer Counts  
 Vestibule Ceiling  
 Fountain, Kitchen & Lunchroom  
 Extra Space  
 Remodel, Enlarge, New Plant  
 Suggestions by Mgr.  
 Fire Hazards

Store No. 71 Des Moines, Ia. 10/19/56 (2)  
 ab. 7:00 613 Walnut St.  
 9:20  
 Manager J. H. Schulteis Rating E 748  
 Male Personnel Years in training Mos. at Store  
 C. L. Koski 7 yr. 8 mos. 5 mos.  
 R. Baker 11 mos. 11 mos.  
 Superintendent. Wardlow  
 Store Hours  
 Previous Year's Figures:  
 Sales 656,668.93 12.38%  
 Net Profit 41,741.53 6.36  
 Waste 2.06  
 % of increase or decrease in net profit as of  
 Competition  
 Organization  
 Trend: Sales 457,754 On 45.45  
 Expense  
 Stock Condition  
 Remarks from corres.